

## **MBDA Pre Application Conference – 11/2/2015**

### **Questions and Answers**

Calvin Kauffman

Q: Does location of center need to be as exactly specified?

A: Yes

Alex Huang

Q: Best place to find the FFO?

A: [grants.gov](http://grants.gov)

Loretta Caldwell

Q: Is it possible to get prior performance of incumbents?

A: Answer is no. MBDA has stipulated all elements for the evaluation of each proposal received. Incumbents and new applicants have an equal opportunity to compete for funding. MBDA aims to provide a fair and open competition to new applicants and incumbents alike.

Q: It is possible to use this information for lessons learned?

A: That information is not part of the FFO competition process

Dana Gonzales

Q: Can an applicant keep its own website? Is a website required?

A: Yes, an applicant can keep its own website; however if selected MBDA will house each center website on the MBDA portal

Q: What is the minimum number of positions and what are they?

A: It is left to the applicant to determine the total number of staff. However there are requirements and sample recommendations for who should be hired, see page 14 and 16 of FFO.

Tracie Wilson

Q: How do I go about getting a SAM number?

A: Please see FFO page 10

Loretta Caldwell

Q: FFO states there are is a limit to the number of pages submitted, how are dividers counted?

A: All pages are counted

Q: What software and technology is used for uploading required reports?

A: Once an applicant is selected, they will get access to a system operated by the government.

Christine Bevins

Q: Clarification for number of centers?

A: MBDA is competing five centers under this FFO

Kenneth Evans

Q: Can we get a copy of today's slide presentation?

A: Yes, via MBDA website

### **Online questions and answers**

Q: If there is a center in the city listed, how do we find out who the incumbent is?

A: MBDA does not provide that information as part of its competition process.

Q: If one of the 5 cities eligible for this FFO is also included in one of the "29" MSAs that are eligible in the "other" FFO due December 3rd, shall we assume that at least 2 organizations/centers will be awarded in that city/MSA and/or that one organization/center could receive both awards? Take Manhattan for example. New York City/NJ MSA is eligible for an MBDA center, as one of the 29 MSAs.

A: MBDA has initiated two separate FFO competitions. In some cases the same city/area is listed in each of the two separate FFOs. In those cases, MBDA has determined that it is necessary for it to have more than one center in that designated location.

Q: Are these new centers or an extension of the centers that exist?

A: No, these are new awards as defined by this competition and award cycle. MBDA does not view this competition as an extension to existing centers but rather new awards under a new program model.

Q: Does the MBDA federal mandate or by-laws permit or restrict an MBDA Business Center in Canada?

Q: Does MBDA have or plan to launch a MBDA Specialty Center for exports to Canada?

Q: Is there any MBDA Business Center that takes the lead on Canadian exports?

A: MBDA's authority to establish centers/organizations to provide technical business assistance extends only to the domestic companies operated within the United States.